the COMMUNITY FOUNDATION
FOR THE GREATER CAPITAL REGION

DATE: December 4, 2025
TO: Finance Committee
FROM: John Eberle & Terry Mariano
RE: 2026 Budget

The proposed budget summary for 2026 is attached. The proposal will be brought to the January 14, 2026, Board meeting.

The estimated 2025 operating income is a gain of $105k; the budget was a breakeven result. After adding the nonoperating investment gains, we are projecting a net income of $205k.

Based on conservative estimates and our historical experience, the 2026 budget is $90,443. The following chart highlights the changes from the 2025 budget.

Budget Compare	2026	2025		Change
Operating Budget	**$ 90**	**$ 2**		**$ 88**
Revenue:	$ 1,871	$ 1,630		$ 240
Administration Support Fee	$ 1,217	$ 1,036	$ 181	
Fee for Service Private Foundation Fees	$ 84	$ 81	$ 3	
Annual Celebration Event	$ 55	$ 55	$ -	
Allocation of staff for Catalyst and ENLA	$ 15	$ 15	$ -	
Endowed Funds Grant to Operations	$ 410	$ 354	$ 56	
			$ 240	
Expenses:	$ 1,780	$ 1,628		$ (152)
				$ 88
Wage incr. of 4% plus 2 staff with mkt adj.	$ 108	$ -	$ (108)	
8 FTES in the '25 budget. 8.50 FTEs in the '26 budget.				
Payroll benefits	$ 225	$ 202	$ (23)	
Marketing (+$8k for discretionary spending)	$ 80	$ 72	$ (8)	
Other Expenses	$ 419	$ 405	$ (14)	
			$ (152)	

The critical assumptions within the 2026 budget include the following:

- The managed portfolio starts at **$136MM** which includes $10MM received in Dec 2025.**N**o growth or new funds were assumed. The administration support fee generated from the portfolio and our pass-through funds is budgeted at $1,224,266.
- The endowed operating funds spending policy is 5 percent, or one percent higher than normal for $80k in additional revenue. In November 2026, the spending policy request could be adjusted if the 2026 results warrant a lower spend rate.
- We currently have 7.5 FTEs. The assumptions included for staff include the following items.
  - A four percent COLA pool, two staff with a market adj., an end-of-year bonus of 2 percent, and a new staff member for Marketing and Development is included at an annual salary of $100k.

Historical Review of the Percentage of Expenses Covered by our Admin Support Fee, Endowed Operating Funds and our Private Foundation Assistance Fees		
Year	%	
2017	84.9%	
2018	75.5%	
2019	80.2%	
2020	77.4%	
2021	89.9%	
2022	86.4%	
2023	90.2%	
2024	93.8%	
Projected 2025	96.2%	
Budget 2026	96.9%	
Amount to reach 100% of expenses is covered through fundraising and our Raise the Region Event.		
2026 budget the amount of fundraising needed for a breakeven net income:	$	**111,237**
2026 budget fundraising budget (Raise the Region and annual campaign)	$	145,000

Analysis of Increasing our Admin Fee for our Endowed Funds without a Donor Advisor and our Scholarship Funds by 50 Points

The increased fees are not included in the 2026 budget. It is presented for analysis and consideration if additional revenue is needed.

Additional fees are estimated at $73k per year.

Reduction in grants in year 5 of the increase is estimated at $4k per year.

Current Tiered Fee Structure	
$0 to $100k	1.50%
$100k to #500k	1.00%
>$500k	0.75%

Increase Admin fee by 50 points for No Active Donors and Scholarship Funds				
		Fund Bal		Additional Fees
Funds controlled by CFGCR, 40 funds	$	6,454,010	$	32,270
Scholarship Funds, 73 funds	$	8,218,351	$	41,092
Total: 113 funds out of 220 endowed funds, 51%	$	14,672,362	**$**	**73,362**
Funds not changed: Active donors 34, Community Impact 37, Org-Agency 32, Operating Endowed 4.				